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MARKETING ACTIVITIES



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Can we be complacent about heavy feed grain supplies? No, says Mr. Hill, Deputy Administrator of the Production and Marketing Administration, who points out that these and other vital feed reserves must be used wisely and bolstered with high-level feed production.

OPERATION TRANSCRIPTION

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As in the book and movie of the same name, that "third man" has been found "expendable" on the produce load-out platform. Replacing him is a recording and transcribing unit which saves manpower and confusion.

MATERIALS AND FACILITIES FOR AGRICULTURE

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Here, bundled up as of now, is the way priorities systems for agricultural materials and facilities work. Mr. Taylor heads the Office of Materials and Facilities, PMA, which has been delegated certain of USDA's defense responsibilities.

2 to 1 IT'S MILK

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Concentrated fresh milk, which you may have heard about, is now definitely out of the bag and being marketed by several dairy companies. Mr. Babcock of PMA's Dairy Branch, describes the product.

THE CASTOR BEAN PROGRAM

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The answer to our defense needs for castor bean oil is being sought in our own Southwest where production of 90,000 to 100,000 acres of castor beans has been authorized by Secretary of Agriculture, Charles F. Brannan. Mr. Prichard, Director of the Fats and Oils Branch, PMA, coordinates the program which will be carried out through State and county committees. The Defense Production Administration has undertaken to reimburse CCC for any losses that might be sustained.

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Those Vital Feed Grain Reserves

By Harold K. Hill

Stocks of feed grains--corn, oats, barley, and grain sorghums--totaled approximately 102 million short tons on January 1, 1951, a record for beginning-of-the-year supplies. But even record stocks give us no room for complacency. Livestock numbers are relatively large and the trend is still upward. The rate of feeding, furthermore, is at a near-record level. Under these circumstances, high-level feed grain production is absolutely necessary--and existing feed grain reserves must be conserved to the maximum extent consistent with an abundant output of livestock products.

"We Can't Afford to be Short"

Secretary of Agriculture Charles F. Brannan took an important step in the direction of maintaining high-level production of feed grains when he announced on January 5, 1951, that there would be no acreage allotments on the 1951 crop of corn. In making his announcement, the Secretary said, "We cannot risk the possibility of running short of corn in 1951-52 and succeeding years. Through having no allotments on the 1951 crop, we hope that farmers will make a substantial increase in their 1951 production of corn even to the extent of rebuilding our reserves of corn for future years above the carry-over level indicated for next October." (The carry-over on October 1, 1951 was 860 million bushels, while the October 1951 carryover is expected to be around 550-600 million bushels.--Ed.)

Guides for 10 Crops

Another action aimed at assuring adequate production was taken by the Secretary on February 2, 1951, when he announced national acreage and production guides for 10 important spring-planted crops, including corn, oats, barley, and grain sorghums. The acreages suggested for the feed grain crops represent a small decrease in total acreage from last year for the four grains as a group. Production this year, however, if farmers follow 1951 announced acreage guides and if assumed average yields are obtained, would be somewhat larger than in 1950.

On March 20, the Bureau of Agricultural Economics issued its Prospective Plantings Report. This summary of crop plans as of March 1 showed that farmers might fall short of the acreage guide levels necessary to assure adequate supplies of feed grains. As the following table shows, the gap would be most serious in the case of corn.

Acreage of the feed grain crops--1950 planted acreage, 1951 "guide" acreage, and 1951 prospective planted acreage:

Crop	1950 planted acreage	1951 "guide" acreage	1951 prospective planted acreage
Corn	84,370,000	90,000,000	85,694,000
Oats	46,642,000	43,500,000	44,191,000
Barley	13,235,000	13,235,000	11,413,000
Grain sorghums	10,361,000	7,150,000	6,741,000
Totals	154,608,000	153,885,000	148,039,000

On March 30, Secretary of Agriculture Charles F. Brannan announced a State-by-State survey in the Corn Belt to analyze farmers' plans for feed grain production this year, to be followed by an intensive county-by-county campaign to stimulate larger plantings of corn and other grains in areas where this is desirable.

Meat Dependent on Feed Supply

Commenting on the drive to assure maximum plantings of feed grains, Mr. Brannan said, "The need to maintain high-level feed grain production is too important for us to take any chances. Feed grain is a keystone in the whole agricultural defense effort. Adequate production of meat and other animal products depends directly on the feed grain supply.

"I know that farmers, as always, will reconsider their earlier plans and meet production needs, if they have the facts. Our immediate job is to be sure that they have these facts, and that they have them now--before planting time. I am calling upon all State Agricultural Mobilization Committees, made up of the heads of agricultural agencies, to use the remaining time between now and planting to concentrate on efforts which will assure the desired acreage."

The old saying, "A penny saved is a penny earned," might be paraphrased to read, "A bushel of grain conserved is a bushel produced." Certainly, the heavy drain on feed grain supplies can be reduced to a considerable extent, with no drop in production of urgently needed live-stock products, if farmers follow sound feed conservation practices. Sound grain conservation practices are always good business. But in addition to being good business, such practices today can mean the difference between an abundance or a scarcity of meat, milk, eggs, and other animal products.

Feeding hogs to lighter weights than at present would save grain without materially affecting total meat production, because most of the "extra" weight on heavy hogs is fat. It is estimated, for example, that

every reduction of 1 pound in the average weight of all hogs marketed in the United States means a saving of about 7 million bushels of grain.

Managing pastures to obtain maximum production of forage will save urgently needed concentrates. If cattle in feed lots are carried on harvested roughage in feedlots well along in the spring, it saves grain and lets pastures and ranges get off to a good start. Dairy cows fed good quality roughage require less grain.

Hay Important in Feed Total

Although hay crops are not included in the 1951 production guides, hay is an important livestock feed. The Department wants to see production maintained at high levels. Total hay production in 1950 totaled 106.8 million tons, of which 94.3 million tons were tame hay. With the carry-over of about 15 million tons, this made a total hay supply for 1950-51 of 122 million tons, tame and wild, only 2 percent below the record high supply of 1945 and a supply larger in relation to the number of roughage-consuming livestock to be fed than in any previous year.

Conserve in Other Ways

Among the many other ways of saving grain are these: Vaccination of hogs to avoid death losses from cholera; culling of non-producing hens from flocks and unprofitable dairy cows from herds; use of self-feeders and feeding floors for hogs; control of rats; fumigation against insects; proper storage facilities; and fire prevention.

How fast our feed grain is moving into consumption will be indicated April 25, when the Bureau of Agricultural Economics will issue a report on stocks of feed grain in all positions as of April 1. As far as stocks owned by the Commodity Credit Corporation are concerned, however, the situation is extremely favorable. On February 28, 1951, CCC-owned stocks of feed grains totaled 13,778,000 short tons roughly equivalent to 11 percent of 1950 feed grain production, and an all-time high record. This large supply was made up of corn, 434 million bushels; oats, 11 million bushels; barley, 24 million bushels; and grain sorghums, 18 million hundredweight.

Those Valuable Reserves

Since 1938, CCC-owned stocks of feed grains have fluctuated widely. In the period immediately prior to World War II, abundant production brought some downward pressure on prices and relatively large stocks were accumulated under the price-support program. Prices of feed grains were favorable during most of the war years and for several years thereafter, consequently price support activity was at a low ebb. Large crops since 1948 have brought some weakening of the underlying price situation and substantial stocks of feed grains have been acquired by the CCC under its price-support program. How fortunate it was that we acquired those reserves when supplies were abundant! The table on the following page shows clearly the fluctuations in CCC-owned feed grains over the years.

Commodity Credit Corporation inventories of feed grains, by commodities, as of December 31, 1938-50.

Inventories Dec. 31--	Corn	Oats	Barley	Grain sorghums	Total feed grains
	1,000 bu.	1,000 bu.	1,000 bu.	1,000 cwt.	1,000 short tons
1938	21,035	---	---	---	589
1939	77,156	---	---	---	2,160
1940	176,011	---	---	---	4,928
1941	151,468	---	66	---	4,243
1942	50,398	---	404	6	1,421
1943	7,477	---	151	1	213
1944	1,194	535	241	29	49
1945	1,399	6,863	875	41	172
1946	3,464	3,129	1,248	1	177
1947	14	3,092	667	422	87
1948	3,163	2,004	2,058	474	194
1949	76,138	11,258	24,641	6,331	3,220
1950	398,912	11,615	27,734	24,998	13,276

But, as was mentioned earlier, our expanding livestock numbers and heavy rate of feeding can make even large supplies look small unless production is maintained and conservation measures are adopted. We ran into trouble before and it could happen again.

In 1941 farmers began a program of livestock expansion. In a relatively short time--two years--livestock production increased from 155 million animal units to 193 million. By the summer of 1943, however, our stockpile of corn was nearly exhausted and it then became necessary to institute a subsidized feed-wheat program to supplement diminishing supplies of feed grains. By the end of the 1943 marketing year our stockpile reserves of both wheat and corn were exhausted. Although every effort was made to produce our requirements of feed grains and millions of bushels of wheat were used as feed, the livestock population could not be supported. Liquidation followed. In one year--from 1943 to 1944--the number of livestock was reduced from the record level of 193 million animal units to approximately 173 million. That experience highlights clearly the importance of keeping feed production at high levels and of adopting sound feed-grain conservation measures.

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DEFENSE FOOD ORDER NO. 1--CASTOR OIL

In the first action to bring about more orderly distribution of an agricultural commodity vital to the defense effort, Secretary of Agriculture, Charles F. Brannan has issued War Food Order No. 1, restricting inventories and uses of castor oil. It is designed to protect supplies of castor bean oil for essential military and civilian uses.

Operation Transcription

By Marvin R. Kercho and Joseph Herrick, Jr.

"Wouldn't be surprised if they had them cabbages walking on the truck themselves one of these days."

This comment came from a bystander watching a fruit and vegetable service wholesaler's "loading out" operation performed on transcribed orders. While the spectator's observation reflects considerable optimism so far as the ultimate results of research are concerned, "operation transcription" does pull off a big cost-cutting job. Specifically, the new transcription equipment saves one man in the three normally required for a loadout crew. In an ever tightening labor supply picture, the total returns will go beyond the savings to the wholesaler who installs the electrical devices.

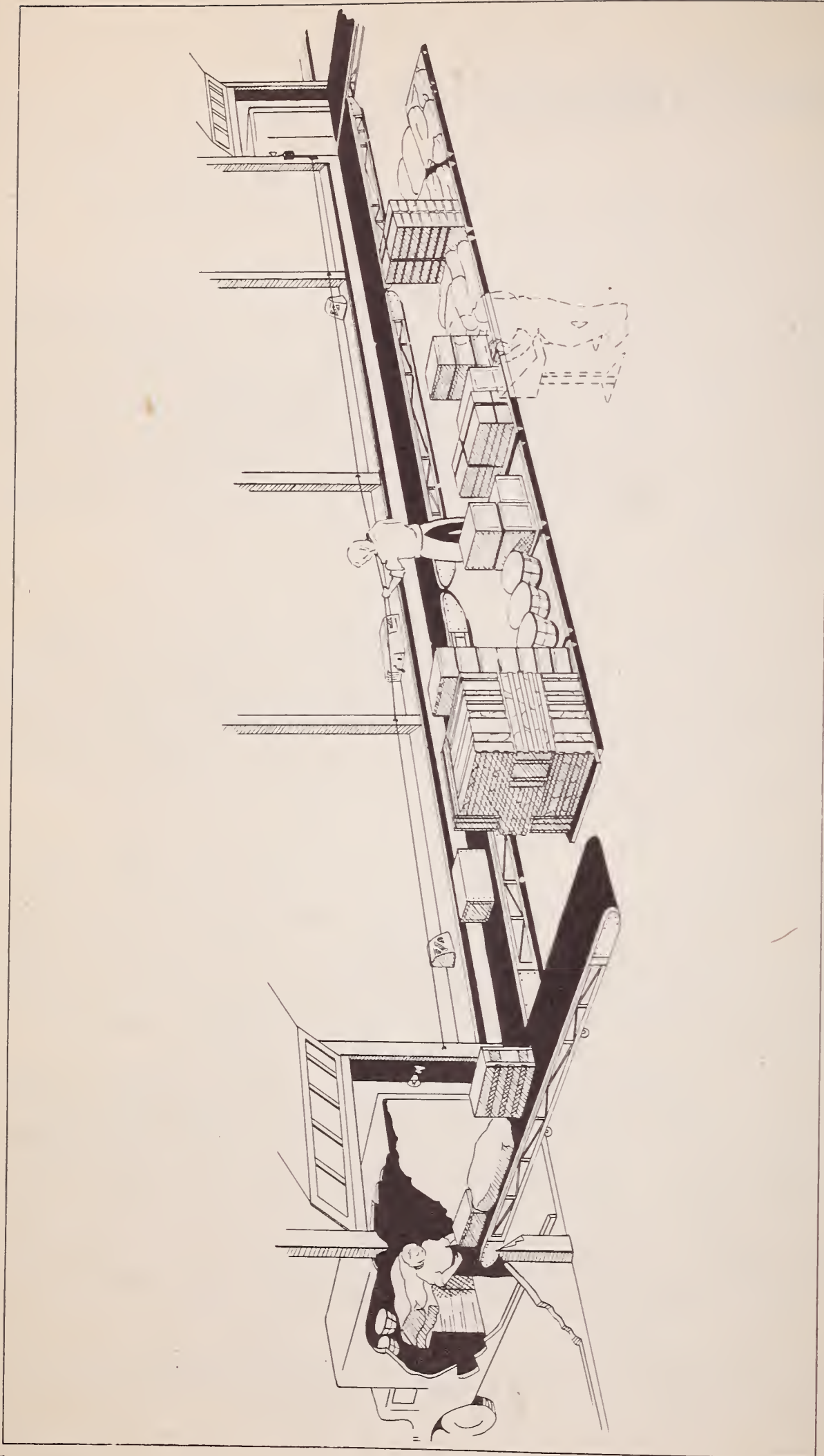
"Third Man" Only a Memo

The "third man" in this case is a transcription and loud speaker system which does the job of the "caller" in the old three man loading crew. "Two cabbages, four melons and one lettuce" sings out a loud speaker directed to the workman handling crates of these items in the warehouse. The same memo, previously recorded at the central office, is simultaneously directed to the loader in the truck, enabling him to plan his load as it grows.

The orders are called at the workman's touch, on the handy control cable, and at the speed and volume he desires. Even the tone of the order is controllable, presumably to provide sharp tones for maximum clarity or perhaps mellow tones for the optimum in pleasant working conditions. The study shows that the two-man crew quickly learns the routine, and that the operation is soon accomplished in the same time formerly required, and with less fatigue due to the preplanned coordination.

Now let's have a look at this whole operation, first things first. That takes us back to "tomorrow's" orders picked up by the salesman-truckers as they make today's deliveries. At the end of the route, the trucker phones in only the produce totals, that is the total amounts of lettuce, strawberries and so on requested by the different retail concerns on his particular route. These truckers' recapitulations or "recaps" are made in duplicate to serve both as a guide for the purchasing department in replenishing its stocks, and as a general guide for assembling the necessary produce in the various departments.

The individual invoices or detailed bills arrive somewhat later by special messenger or with the truck or trucker-salesman if either returns



Here's the revised method of loading out the assembled items on the motortruck. Instead of having a "third man" or checker (that shadowy character on the right) call off the items, the workman merely pulls the rope and the items are called out automatically on the transcribing equipment.

promptly upon completion of the route. These invoices are arranged by truck and route in reverse order so that items last to be unloaded can be placed on the truck first.

Up to this point the new system has required no changes. Now, however, as the clerk makes up what is known as the "split-recap" or list of smaller-than-container-unit orders, he calls off all the items from the invoices and records them, on a small plastic "memo belt" with the use of a special recording machine. It is this memo, later played back in the loading operation, which supplies the instructions to the two-man loading crew.

Just as before, a written copy of the recap is sent to the shipping floor where it is torn along perforations which divide the recapped items by departments. The separate pieces are then assigned to the assemblers working in the different departments where they serve as final guides for assembling the merchandise. Dividing the recap in this manner permits a number of workers to assemble merchandise simultaneously without interfering with other workers; it also eliminates the possibility of duplicating items.

Items Lifted Mechanically

After being assembled in the departments, the items for the loads or routes are transferred to the proper loadout points where they soon take their place on the truck. Loading is accomplished by means of a belt conveyor upon which one of the loading crew places the items as they are called off. In the truck, the loader removes the items from the conveyor and stows them according to weight, size and fragility.

Summarized, the duties of the various workmen involved are unchanged, except for the making of the memo belt by the clerk who compiles the split recap. This task, however, is incidental to the compilation of the individual route or truck load roster, and, once the routine is learned, cannot be regarded as an extra work load. In the actual loading operation, the tasks of the two-man loading crew are perhaps simplified by the greater degree of planning.

Savings Weighed Against Cost

The cost of the equipment, the recorder, the speaker system and the incidentals must be weighed against the savings realized through the elimination of the checker from each crew. Thus, where the checker is one-third of the loading-out crew, savings amounting to one-third in the labor costs of loading can be effected. Time studies at the test warehouse showed a saving of 80 man-hours per week through the elimination of 2 checkers--one on each crew. On the basis of an assumed wage rate of \$1.25 per hour, this saving amounted to \$100 per week, which in a period of four months will more than pay for the cost of the equipment. The custom-built installation at the warehouse where the tests were conducted amounted to slightly over \$1,300. Generally, service wholesalers who employ only one full-time checker should be able to install this system at a cost of around \$850 and recover its cost in about six months.

In the produce industry loading out for delivery to retail stores is one of the most costly, on a tonnage or volume basis, of all operations performed. It is also one which must be done quickly and carefully. By and large, good business relations between wholesaler and retailer will depend on the expediency and the accuracy with which the daily orders are filled.

Because of the importance of the loadout in produce handling, the industry has welcomed greater interchange of ideas and the expansion of research covering more efficient equipment and methods. Under the authority of the Research and Marketing Act, studies are being conducted to evaluate the different methods and types of loading out equipment. It was in the course of these studies that the recording and transcribing machine was incorporated in a loadout method and tested under actual operating conditions. A full report covering the experimental installation and describing the use of recording and transcribing equipment in connection with loading out operations has been prepared and will be available on request at an early date.

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INDUSTRY ADVISORY COMMITTEES NAMED

To date, 24 industry advisory committees have been named by Secretary of Agriculture Charles F. Brannan to consult with the Department on food distribution and related defense operations. The Defense Production Act of 1950 provides that "small-business enterprises be encouraged to make the greatest possible contribution toward achieving the objectives of this Act. In order to carry out this policy. . .business advisory committees shall be appointed as shall be appropriate for purposes of consultation in the formulation of rules, regulations, or orders, or amendments thereto issued under authority of this Act, and in their formation there shall be fair representation for independent small, for medium, and for large business enterprises, for different geographical areas, for trade association members and nonmembers, and for different segments of the industry."

To date, industry advisory committees have been announced for the following groups:

Fruit and Vegetable Cannery	Grain Handling and Marketing
Mayonnaise and Salad Dressing	Dairy
Wholesale Grocers	Retail Food Distributors
Public Feeding	Dry Edible Bean and Pea
Poultry	Industrial Oils
Crushers	Refining Edible Oil
Margarine	Baking
Seed	Breakfast Cereals
Fertilizer	Rice
Feed	Distilling
Corn Processing	Breweing and Malt
Wheat Flour Milling	Tallow and Grease Producers
Tobacco Marketing and Processing	

Materials and Facilities for Agriculture

By L. B. Taylor

Two recent actions taken by the National Production Authority (NPA) have a direct and vital bearing on the day-to-day operations of the Nation's farms, and one of them is of equal importance to all those engaged in the marketing of agricultural products--from farmers to retailers.

One, NPA Regulation 4, gives all business enterprises, including farmers, food handlers, processors, wholesalers and retailers, a priority rating for the procurement of maintenance, repair and operating supplies, and for materials for "minor capital additions" to their farms or plants.

The other, NPA Order M-55, extends to farm equipment manufacturers priority ratings, within certain limitations, for the procurement of scarce production materials and component parts for the manufacture of the implements and machinery which they will produce in June 1951. This order was strengthened by an NPA notification to steel mills to increase their reserves of certain steel products during June 1951 to cover increased defense orders, "including steel for production of farm equipment".

Background First

The purpose of this article is to explain how these priorities or preference systems work, and their relationship to the over-all defense food program. But, before this is done, it probably would be well to fill in the background.

NPA was established to insure that military requirements for national defense are met first, in full, and on time; and, after meeting these requirements, to insure that, as far as possible, the civilian economy is not disrupted. To meet its primary job - keeping defense production on schedule - NPA has operated on two basic principles; (1) expansion of productive capacity and of production and supply of materials and facilities, and (2) arrangement of priorities and allocations to channel critical materials and facilities to defense and defense-supporting uses.

First formal action of NPA was issuance of its Regulation 1, designed to prevent the accumulation of extensive inventories of scarce materials needed for defense purposes. The Regulation limits to a "practical working inventory" the quantities of steel, copper, aluminum, iron, rubber, lumber, plywood, tin, burlap, cotton pulp and other scarce materials, which may be ordered, received, or delivered to industrial firms or their suppliers. Only consumers, buying for personal or household uses, are exempt from the regulation. These limitations on inventories have been

further tightened by other NPA orders specifying the number of days of inventory of certain products a firm may keep on hand.

Then, to insure that production of materials and goods for national defense would have the right of way, NPA, in its Regulation 2, established a broad system of priorities giving "DO" (defense order) ratings to certain authorized programs of the military services and other government defense agencies. "DO" stands for defense order. It is the prefix used to designate a purchase order or contract which has been granted priority. It is accompanied by a code number which identifies the program to which the defense order is related. For instance, "DO-01" is the symbol assigned the Department of Defense for its aircraft procurement program; "DO-04" is assigned to the same Department for procurement of tanks; while "DO-41" is assigned to the Atomic Energy Commission for procurement of construction supplies. The "DO" system is what is known as "single-band", which means that all priority ratings, regardless of program identification numbers, have an equal status. They have no preference over each other, and must be filled by a supplier in the order in which they are received. The priorities are "extendible". This means that the firm receiving a "DO" can extend that same priority to get replacement of the supplies called for, or the raw materials for manufacturing the ordered products or their replacement, and for components used in the end item.

"M" Orders Supplement Basic Program

Supplementing the basic priorities regulation, the National Production Authority issued so-called "M" orders covering the placing, accepting, and scheduling of "DO" orders so as to prevent any undue disruption of the civilian economy. These orders may require advance notice for placing rated orders and may set the percentages of a manufacturer's current production which must be used to meet "DO" orders. Others may limit the use of critical materials for non-defense production to certain percentages of the amounts of the same materials used by the same firms during the first 6 months of 1950. These orders not only assure necessary quantities of critical materials for defense use, but they also are designed to provide equitable distribution of that part of the critical materials not needed for defense, or rather, that part which remains after defense (including stockpile) requirements have been met. It should be stressed here, however, that there is no guarantee that firms will receive the specified percentages of critical materials to which they are limited for non-defense production.

From time to time, NPA has amended the "M" orders, to further limit non-defense consumption of critical materials, and to establish lists of non-essential items and prohibit or limit the use of critical materials in their manufacture. Generally, though, NPA controls have been aimed at control of raw materials, rather than at elimination of "end products." NPA has stated, however, that its controls will be used to suspend production of non-essential consumer goods and articles as such action becomes necessary to meet increased defense requirements.

Other steps taken by NPA, as its program is being developed, include the allocation of specific tonnages of metals to defense-supporting programs, such as steel for the construction of freight cars and for

Great Lakes' freight boats, and steel and tin for milk cans and food containers. These programs usually are initiated by other Government "claimant" agencies, such as the Department of Agriculture, which was instrumental in obtaining the allocation of steel and tin for milk cans and in developing a program under which NPA has assured an adequate supply of containers (tin cans) for this year's production of perishables.

With this background, it can be seen that NPA Regulation 4 (providing priority rating for maintenance, repair and operating supplies and minor capital additions), and NPA Order M-55 (setting up a rating that gives farm equipment manufacturers priority in obtaining critical materials), fit neatly into the over-all picture. Since Regulation 4 is one of the basic steps taken by NPA, and because it has a broader application in the agricultural marketing field, applying equally to all businesses, let's leave it until last so there will be room to answer specific questions, and go ahead and explain NPA Order M-55 even though this approach varies from the chronological order of NPA action.

Under Order M-55, farm equipment manufacturers have been assigned a priority rating known as "DO-87", to use in procuring from their regular suppliers "production materials" and "component parts" for the farm equipment which they will manufacture in June 1951. This is the first instance in which a civilian industry has been given "DO" rating. Order M-55 defines "production material" as "aluminum, copper, steel, zinc, or textiles" (which would include canvas used in combines and other machines). It also defines "component part" as "a part required to be physically incorporated into or attached to any piece of farm equipment."

"DO-87" Covers Regular Suppliers

The order contains certain limitations. Manufacturers may use the priority only with firms which have been their regular suppliers of these materials and parts during the two years March 31, 1949 through March 30, 1951. The amount of materials which may be obtained by a manufacturer is limited to one-sixth of the amount of similar materials received by the same manufacturer during the six-month period January 1 to June 30, 1951.

To use the priority rating, farm equipment manufacturers must attach to their orders this certification: "Certified under NPA Order M-55 and NPA Regulation 2," and sign it. Inventory limitations of NPA Regulations apply to this program and the "DO-87" rating cannot be applied if such action would increase manufacturers' inventories beyond practical working minimums or other specified limits. Manufacturers affected by Order M-55 may request adjustments or exceptions on the ground that their business operations were commenced during or after the base period--January 1 to June 30, 1950--or because it works an "undue hardship". Persons participating in transactions covered by the order are required to retain all records for at least 2 years in sufficient detail to permit their audit.

While NPA Order M-55 pertains to requirements of farm equipment manufacturers for the month of June 1951 only, it is expected that assistance

will be provided beyond that date. The Office of Materials and Facilities of PMA, which represents the Department of Agriculture as a "claimant" before NPA, is cooperating in work on such a program.

Defense Production Comes First

Since we jumped the chronological track a way back to save NPA Regulation 4 for the end, let's recapitulate a bit: The National Production Authority's primary job is DEFENSE PRODUCTION, and after that is assured, such action as is possible to prevent disruption of the civilian economy. NPA's first step was a regulation to prevent accumulation of inventories of scarce materials. Next, came a priorities system to insure that defense production got first crack at critical materials. Then, came the "M" orders and their amendments, channeling the defense orders, limiting non-defense use of critical materials, and attempting to equalize distribution of such critical materials as were available after defense needs were met.

Since maintenance of the Nation's productive capacity is a sure bulwark for defense, it is imperative that existing facilities and equipment be kept in peak-production condition. To do this, maintenance, repair, and operating supplies (MRO, they are called by NPA) must be made as readily available as the total defense situation will permit.

This is what NPA Regulation 4 is designed to do, by authorizing the use of the "DC" priority for the procurement of limited quantities of MRO supplies by all business enterprises and public and private units and institutions. The regulation also provides the same priority assistance for "minor capital additions" - up to \$750. Orders placed under the regulation are assigned the priority symbol "DC-97". Use of the "DC-97" priority is governed, as are all other "DC" priorities, by NPA Regulation 2. Under this regulation, "DC-97" cannot be used for procurement of farm equipment (or for repair parts designed specifically for farm equipment) or fertilizer. The allocation and distribution of these products are under the Department of Agriculture. Further, it cannot be used for the procurement of solid fuels, gas, and petroleum, which are the responsibility of the Department of the Interior. Most important, perhaps, is that the priority cannot be used to obtain material for personal or household use. In its April 1 amendment to the Rubber Order (M-2) NPA banned the use of DC-97 for procurement of tires.

A Specific Case

Let's take a pretty elemental case of how "DC-97" operates and then answer some specific questions about it.

John Jones, a farmer, needs some barbed wire to re-build a fence. He goes to the implement dealer he usually patronizes at the county seat and finds that the dealer has none on hand, but can get it from his wholesaler if it's on a "DC-97" order. So Mr. Jones gives his order, placing a "DC-97" priority on it. The dealer sends it on to his wholesaler, who fills the order. The wholesaler, before ordering additional barbed-wire from the manufacturer who regularly supplies him, probably

will accumulate quite a few "DO-97" orders. Then, when he places his order with the manufacturer he sends along all the "DO-97" orders he has received to cover it. The manufacturer, in turn, can use these same "DO" orders, originating with individual farmers, to obtain necessary metal from a steel mill, and the mill can use it finally to obtain raw material to replace this metal.

Q. How does a person use the "DO-97" priority?

A. By writing on his order, or a separate piece of paper attached to it, "DO-97. Certified under NPA on Regulation 4", and then signing it. The signature may be made either by hand or by use of a facsimile reproduction of a handwritten signature such as a rubber stamp, but this must be done by the person placing the order or a responsible individual duly authorized to do so.

Q. Must a person use "DO-97" priority to get MRO supplies?

A. NO. MRO may be obtained without using the rating, and at present, in many cases, such supplies can be procured without use of "DO-97". But, if the rating is used, the total acquisition of MRO, both rated and unrated, becomes subject to the limitations of Regulation 4.

Q. What are these limitations?

A. In general, MRO supplies may be obtained only in the same dollar amount spent for such supplies in 1950, figured on a quarterly quota basis.

Q. What are these quarterly quotas?

A. Every person making use of the "DO-97" rating must establish quarterly MRO quotas on the basis of one-fourth of the amount he spent for MRO in the calendar year 1950 or his fiscal year ending closest to December 31, 1950, if it is desired. A person also may take as his quarterly MRO quota the amounts spent for MRO in the corresponding quarters of the year he uses. This would permit seasonal MRO quotas. But, a person cannot change, once he has established his quarterly quotas, from either a standard or a seasonal quota without written authorization of NPA.

Q. What can a person do or firm do when they were not in business in 1950, or all of that year?

A. If they were in operation during part of 1950, they are permitted a quota in proportion to the amount spent while in operation, with adjustments for seasonal and other variable factors. Persons or firms which began business in 1951 are permitted to acquire for MRO purposes the minimum amounts necessary for operation, up to \$5,000 a quarter. They must obtain special NPA permission for MRO expenditures above that amount. When quarterly quotas in any cases exceed \$1,000, NPA must be informed in writing, of the quota, the base period used, the method by which it was figured, and any seasonal or other adjustments made.

Q. Do records have to be kept of supplies procured under "DO-97"?

A. Yes. Anyone making use of "DO-97" must keep complete records and preserve them for the duration of Regulation 4 and for two years thereafter. If more than \$1,000 worth of MRO is used per quarter, it must be recorded as a charge against the MRO quota. If less than \$1,000 of MRO is used per quarter, it is necessary only to keep a record of the transactions.

Q. Is any particular system required for these records?

A. No. Any system is satisfactory, provided it will disclose information needed by NPA for an adequate audit.

Q. What is meant by "minor capital additions" for which "DO-97" can be used?

A. Regulation 4 defines minor capital additions as "any improvement or addition carried as capital according to established accounting practice where the total cost of materials used does not exceed \$750 for any one complete capital addition." This means all items going into an addition, as part of a single project, whether or not installed or completed at the same time, cannot exceed \$750. A capital addition cannot be subdivided for the purpose of bringing it or any part of it under the \$750 limitation.

Q. What would be an example of a minor capital addition which would qualify under Regulation 4, if farm equipment is not to be considered?

A. Pipe or plumbing supplies for bringing water into a barn, or a farm welding outfit, would qualify. Probably the best answer to this would be to get a copy of NPA Order M-55, which lists farm equipment. Anything needed for maintenance, repair or operation on a farm, not included in that list, would qualify.

Q. What can a person do if his MRO quota is not large enough or if he needs a minor capital addition which will cost more than \$750?

A. Regulation 4 says: "Any person affected by any provision of this regulation may file a request for adjustment or exception upon the ground that the MRO quotas provided...are insufficient for his requirements, or that a specified provision otherwise works an undue or exceptional hardship upon him not suffered generally by others in the same trade or industry, or that its enforcement against him would not be in the interest of the national defense or in the public interest." Such requests have to be submitted to NPA in triplicate, setting forth all pertinent facts and nature of the relief sought.

Farmers, food handlers, processors, and other interested in agricultural marketing should acquaint themselves with these NPA actions, particularly NPA Regulations 2 (the priorities system) and 4 (MRO priorities). The farm equipment priority is covered by NPA Order M-55. Any or all of these may be obtained from the Distribution Section, Printing Services Division, NPA, U. S. Department of Commerce, Washington 25, D.C. Specific questions regarding any of these regulations and the order, or any other NPA action, should be taken up with local NPA offices. There is at least one in every State.

2 to 1 It's Milk

By C. J. Babcock

Chances are, the average dairy cow's comment on concentrated fresh milk would be, "Gosh, I wish I'd given that." Consumer reaction is not yet quite so clear.

Concentrated milk is fresh milk minus much of the water that makes up 87 percent of the natural product. The 3 to 1 concentrate on the market today usually contains about 11 percent butterfat, and with the addition of 2 parts of water it reconstitutes into milk of about 4 percent butterfat. Properly concentrated and reconstituted, the product has an acceptable flavor.

Actually, it is not new. In the early 1930's concentrated fresh milk was sold in Ohio on an experimental basis, and such a product was procured during World War II by the Armed Forces for use as reconstituted milk.

Offered in Frozen and Unfrozen Form

Today, concentrated milk is being introduced in several markets, including Cleveland and Lima, Ohio; Wilmington, Delaware; Boston, Massachusetts, and several markets in Illinois. Several dairy companies are offering concentrated milk for sale both in the unfrozen and frozen form.

So far, the unfrozen product has been most prominent. Condensed at 3 to 1, it is packaged in paper cartons of either quart or 1/3 quart capacity, and sold at a price competitive with or somewhat below the price of whole milk equivalent.

To the housewives, the apparent appeal of the concentrate is that a one-week supply can be purchased and kept in somewhat less space than an equivalent supply of whole milk. Another appeal to the consumer may be its use on cereal or in coffee.

Dairymen feel that the question of whether or not concentrated milk will "catch on" is tied up largely in the matter of "bother" to the housewife. While the concentrate can be changed to whole milk equivalent by mixing one measure of concentrate with two of water, the added chore must be offset by other conveniences or a compensating price differential.

Perhaps one cause for the interest in the concentrate today is the booming success of the citrus concentrates. There is a parallel between the two in that the quality in both products is a result of similar low-temperature, vacuum concentration processes. Both products have good

keeping characteristics and each is easily handled and stored because of its compactness. But in the matter of ease of preparation for drinking purposes the comparison ends. Reconstituting citrus concentrate bypasses a task of pressing fresh fruit; returning concentrated milk to its whole equivalent adds a slight chore which cannot be overlooked.

It is too early to guess just how the price picture for concentrated milk will shape up. Savings may be possible in the storage and distribution of a product which will allow less frequent handling and delivering with less than 1/3 the bulk of its whole milk equivalent. Naturally, the costs of the concentration process and the costs for additional equipment must be considered.

The concentration is accomplished in a vacuum pan in which the milk is heated quickly to 130° to 135° F. under a vacuum of 26 inches. In this vacuum the required dehydration is accomplished and the result is a product without a highly "cooked" flavor.

Pasteurization and homogenization of the concentrate may be accomplished in the normal time required and with standard equipment. Once cooled, the product is ready for distribution.

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FARMERS URGED TO INCREASE FARM GRAIN STORAGE FACILITIES

Farmers have been asked by Secretary of Agriculture Brannan to increase further their farm grain storage facilities as one means of easing the pressure on scarce boxcars during the coming grain harvest.

The Secretary said, in part: "There aren't enough cars to meet all demands. By providing now for more farm storage at harvest time, farmers themselves can do much to cushion the shock on transportation facilities that are already overloaded. If a farmer is unable to finance construction of needed bins at this time, he should consider taking out a farm storage facility loan. These loans, made by the Commodity Credit Corporation and obtainable through PMA county committees, will cover up to 85 percent of the cost of the structure. They are available to any tenant, landlord, owner-operator, or partnership of producers wishing to erect structures that will meet requirements for eligible storage under the price support program."

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CONSERVATION OF BURLAP AND COTTON BAGS NEEDED

Conservation and maximum re-use of burlap and cotton bags are needed to help offset an expected tight supply situation, USDA announces. On the basis of experience in World War II, the demand for burlap and cotton can be expected to increase substantially during the present defense emergency. At the same time, greater difficulties may be expected in getting burlap from abroad.

The Castor Bean Program

By George L. Prichard

The strong demand for castor bean oil to meet strategic military needs and expanding industrial use calls for a new and dependable source of supply. The answer to this production problem is being sought in our own Southwest--far from the regions which have historically supplied our smaller requirements in the past. In a unique program, the Secretary of Agriculture has authorized the Commodity Credit Corporation and the Production and Marketing Administration to provide for the domestic production of 90 to 100,000 acres of castor beans in 1951. Funds have been made available for this necessary new enterprise by the Defense Production Administration.

The castor beans will be produced under contract with the Commodity Credit Corporation or with private companies acting for the Corporation. Contracting farmers will receive the higher of 10 cents per pound or the market price at time and place of delivery on the adjusted net weight of the castor beans delivered.

Uses of Castor Oil

Castor oil is a strategic oil now being stockpiled by the Munitions Board. It is used in jet-engine lubricating oil and other aircraft lubricants, hydraulic fluids, military all-purpose grease, and plastic-coated combat wire, all of which are important for military purposes. Castor oil is also used as a plasticizer in the manufacture of military fabrics and explosives. It is the chief raw material for the preparation of sebacic acid, which is the basic ingredient for the synthesis of nylon plastic and special lubricants.

Large quantities of dehydrated castor oil--a chemical modification--are used as a drying oil in the manufacture of varnishes, enamels, paints, electrical insulations, and other protective coatings. In the manufacture of enamels and lacquers, dehydrated castor oil is used in cases where color retention and film flexibility are important. The importance of castor oil in the chemical field is growing, and there appears to be room for a large expansion in this field if supplies are available at stable prices. Sulphonated castor oil is used in the dyeing of fabrics to give clearer and brighter colors, and in the finishing of cotton, silk, and leather. A limited quantity of castor oil is used for medicinal purposes--although millions of small children would argue about that word "limited". The product also has some use in cosmetics.

During the five years, 1945-1949, the average annual quantities of castor oil used in this country were as follows: paint and varnish, 38,413,000 lbs.; linoleum and oilcloth, 2,255,000 lbs.; printing inks, 874,000 lbs.; soap, 871,000 lbs.; other drying uses, 7,939,000 lbs.; and all other uses, many of which are highly important, 76,415,000 lbs.

Castor oil is in short supply in relation to current and anticipated demand. In a meeting on March 12, 1951, the Industrial Oils Industry Advisory Committee, appointed by the Secretary of Agriculture to advise the Department in effectively mobilizing the Nation's agricultural resources under the defense program, recommended use and inventory controls on castor oil, because of an apparent shortage and increased military and civilian demand.

Supply Varied With Brazilian Production

This was the backdrop against which the present program to assure an increased supply of castor beans for oil was formulated. In the past castor bean production in the United States has been very small and our users have been almost entirely dependent upon imports for their needs. Most of the castor beans used here have come from Brazil, though India and the Soviet Union are also principal producers. During the period 1935-39, these three areas accounted for over 80 percent of the world production. The United States supply has been erratic because production in Brazil fluctuates widely from year to year. During the years 1940-50, these variations ranged from a low of 143,000 short tons (in each of two years of that period) to a high of 255,000 short tons, thus showing an extreme fluctuation of 78 percent. The average year-to-year variation was 35,000 tons, or 19 percent of the average quantity of 187,000 tons produced. The fluctuations in production of castor beans in Brazil, together with some shipping difficulties during World War II, resulted in wide fluctuations in consumption of castor oil in the United States during the past 10 years.

In the event of more general hostilities, including submarine warfare, the United States cannot depend upon imports of castor beans and oil. Furthermore, the present need for castor oil is greater than a normal Brazilian crop would supply. It is important that domestic production of castor beans be increased in order to assure a larger supply of beans for oil for national defense purposes. Also it is highly desirable that this country have a stable and dependable supply of castor beans to meet our normal needs for castor oil. Successfully cultivated, the beans appear to be a crop which may be expanded profitably by American farmers on a long-time basis. It may become a good cash crop, particularly in times when supplies of cotton and other competing crops are large. The planting seed stock must be kept pure, however, as the growth habits and yield of mixed-variety plants deteriorate rapidly.

During World War II the Department of Agriculture sponsored a seed-increase program under which CCC purchased 87,000 pounds of unhulled castor beans from the 1941 crop, over 2 million pounds from the 1942 crop, and nearly 2 1/2 million pounds from the 1943 crop. Beginning in 1944, the Department discontinued its expansion program for castor beans in

this country, and it has been largely through the efforts of a private company, the Baker Castor Oil Company, working with the Agricultural Research Administration of the Department of Agriculture, that further development of castor bean seed has been made.

As a result of its research and production work, the company is the only source of adapted seed of uniform varieties and good growth habits for the 1951 crop. CCC has purchased the entire seed supply surplus to that needed by the company for the acreage which it already has and plans to have under contract for 1951. Since this seed is adapted to irrigated land in California, Arizona, and Oklahoma and to dry land in Oklahoma and Texas, the 1951-crop program is necessarily restricted to areas within those States (although small experimental plantings may be carried out in other nearby States). It is estimated that the total seed supply is sufficient to plant about 3,000 acres in Arizona, 23,000 acres in California, 26,000 acres in Oklahoma and 26,000 acres in Texas.

Castor beans grow well in other areas of the South and Midwest. But in the more humid regions the plant is subject to serious attack by the Gray Mold and Alternaria diseases. In sub-tropical regions and in parts of the Rio Grande Valley, where killing frosts are not present, the plant becomes a perennial and often reaches tree-like size. This is undesirable under U. S. conditions of mechanized production.

The castor plant, castor beans, and castor pomace are highly poisonous and must not be fed to animals or consumed by humans. Some individuals develop an allergenic reaction on contact with any of these substances.

1951-Crop Production

Prior to the announcement of the Department's castor bean program, the Baker Castor Oil Company had already contracted with some farmers to produce 1951-crop castor beans for the company's use. CCC does not plan to offer contracts to farmers in the same areas where the company is operating in 1951, but contemplates entering into a contract with the Baker Company under which the company will be in a position to pay farmers the minimum price announced by CCC in case the market price at the time and place of delivery is less than 10 cents per pound. In view of present shortages of materials, duplication of facilities for receiving, hulling, and storing castor beans would not be warranted where the same service to farmers is performed by private industry.

According to present plans, the Baker Castor Oil Company will contract for all the castor beans to be produced in Arizona and California, and in certain areas of Oklahoma and Texas. All castor beans produced in Arizona and California will be grown on irrigated land. The Company has indicated that, on the basis of the minimum price to farmers announced by Commodity Credit Corporation, it will be able to contract for all of the acreage in Arizona and California for which seed is available. The company owns all the seed adapted to use on irrigated land in Arizona and California.

In other dry land areas of Oklahoma and Texas, the Commodity Credit Corporation will contract for the production of castor beans, furnishing seed, at cost plus transportation charges, to the farmers who sign contracts. The Corporation will provide machinery needed to harvest castor beans in the area, but farmers will pay all harvesting costs including costs for purchase or rental of machinery. Farmers, of course, may harvest their castor beans by hand. The Corporation will also make available to the farmers who are under contract storage facilities where the castor beans will be received, hulled, weighed, sampled for grading, stored and loaded out. Each farmer under contract will be required to deliver all his castor beans to such storage facility for his area not later than January 31, 1952. Because of the danger of cross pollination between different varieties of castor plants, seed for planting will be taken only from selected fields or as certified by State agencies. Castor beans should be delivered promptly after harvesting rather than being stored on the farm where considerable trash and stones may be picked up with the beans on loading. Such foreign material may damage the hulling equipment.

After the beans are sampled and graded in accordance with instructions to be issued by CCC, payment will be made on the adjusted net weight, which will be the delivered weight of castor beans out-of-hull with adjustments for moisture in excess of six percent, foreign material in excess of one-half of one percent, and cracked and broken beans in excess of two percent.

Private Companies Will Process

The Commodity Credit Corporation will contract with private companies for processing into oil the castor beans acquired by the Corporation under this program.

The 1951-crop castor bean program will be carried out through the State and County Production and Marketing Administration offices for the areas in which the castor beans will be produced, and through local facilities of the Baker Castor Oil Company and the Southwest Flaxseed Growers Association. Further information regarding the program, including cultural advice, may be obtained from PMA State and county committees and the State Extension Services.

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BRANNAN NAMES TWO STAFF MEMBERS TO HELP SOLVE PROBLEMS OF SUPPLYING FARM MACHINERY, FERTILIZERS, AND INSECTICIDES

Secretary of Agriculture Charles F. Brannan in mid-March announced the addition to his staff of Alfred R. Barnes and Jonathan Garst, two farmers and former USDA officials, who will work on supply problems connected with farm machinery, fertilizers, insecticides, and other equipment essential to farm production and food distribution. They will make recommendations for long-term assurance that U. S. agriculture will have enough of these essential production items to continue its abundant production throughout the mobilization period and thereafter.

Marketing Briefs

(The Production and Marketing Administration announcements summarized below are more completely covered in press releases which may be obtained on request from the Office of Information, U. S. Department of Agriculture, Washington 25, D. C. by citing the code number given at the end of each item.)

Cotton.--Loan rates for 1951-crop upland COTTON, expected to average above 30 cents per pound, with normal grade distribution, have been announced. Guaranteed minimum loan rate for 1951-crop Middling 7/8 inch will average not less than 29.68 cents per pound, as compared with 27.90 cents per pound average loan rate for 1950-crop Middling 7/8 inch cotton. (USDA 400-51)...An offer to purchase extra-long staple cotton of the better grades now located outside the United States for the national stockpile has been made by CCC. The offer does not include cotton now in the United States or extra-long staple American-Egyptian cotton. (USDA 375-51)...CCC also is developing a program to purchase up to 5,000 tons of registered and certified COTTONSEED from the 1951-crop of Amsak and Pima 32 varieties of American-Egyptian cotton. This is being done at the request of the Munitions Board to assure production of sufficient extra long-staple cotton in an emergency to fill military and essential civilian requirements. (USDA 438-51)

Extension until April 30, 1951 of the period covered by interim cotton export allocations has been announced. Present interim export allocations totaling 3,496,000 bales were originally for the period August 1, 1950 through March 31, 1951. Because substantial quantities of cotton in the allocations have not yet been licensed for export, due to price stabilization uncertainties, the time period covered has been extended a month. (USDA 549-51)...Export allocations for COTTON LINTERS and COTTON PULP have been established in joint action by USDA and U. S. Department of Commerce. The allocation, totaling 25,000 bales of raw lintens or equivalent pulp, was approved for licensing during the remainder of the cotton season ending July 31, 1951. It is broken down between 12 friendly countries and a contingency reserve. (USDA 685-51)...Farmers are urged to apply early for cotton classification and marketing news service. Procedure to be followed in obtaining these services under the Smith-Doxey Act will be the same in 1951 as in 1950. (USDA 555-51)

Dairy.--Action under Federal orders regulating the handling of MILK covered by marketing agreements has been taken in the following instances: New Orleans: The "supply-demand" pricing provisions of the Federal Order have been suspended. (USDA 492-51)...Philadelphia: A new formula method of establishing minimum milk prices to be paid dairy farmers supplying the market will be put into effect April 1, 1951. (USDA 604-51)...Cincin-

nati: USDA has given final approval to an amendment to the Federal order so as to (1) prevent a decline in the minimum farm prices of Class I and Class II milk prior to May 1, 1951, and (2) increase the minimum farm price of Class III milk, October through February, by 30 cents per hundredweight. The change must be approved by dairy farmers supplying the market in a referendum before it is effective. (USDA 618-51)...Oklahoma City: USDA has given final approval to an upward adjustment of 20 cents per hundredweight in the price differential for Class I milk. Before the adjustment can be put into effect it must be approved by at least two-thirds of the dairy farmers regularly supplying the area. (USDA 635-51)

Similar activity occurred in the following markets: Tulsa: USDA has given final approval to an upward adjustment of 20 cents per hundredweight in the price differential for Class I milk for all months of the year plus an additional 40 cents for July. Before the adjustment can be put into effect it must be approved by at least two-thirds of the dairy farmers regularly supplying the area. (USDA 636-51)...Wichita: USDA has given final approval to an amendment to the milk marketing order requiring any milk plant to dispose of 15 percent of its receipts as Class I and Class II milk in the marketing area before being eligible to have its milk pooled (included in the computation of the uniform price to be paid dairy farmers) in most months of the year. Under the amendment, a plant also could have its milk pooled during certain spring months only if 50 percent of its receipts were so disposed of during preceding fall months. Before the amendment can be put into effect, it must be approved by two-thirds of the dairy farmers regularly supplying the market. (USDA 657-51)

Dairy price supports for the year beginning April 1, 1951 at levels needed to encourage adequate milk production to meet civilian and defense requirements, have been announced. Prices of manufacturing milk and butterfat will be supported at national average prices of about \$3.60 per hundredweight for manufacturing milk of 3.95 percent butterfat (yearly average test) and 67.6 cents per pound for butterfat. (USDA 663-51)... Proposed standards for grades of nonfat dry milk solids, based on bacterial estimate, butterfat content, color, flavor and odor, moisture content, and titratable acidity, have been issued. If adopted they would replace tentative standards in effect since 1943. Interested parties have until April 12, 1951 to submit views and comments on the proposed standards. (USDA 615-51)...Sales of approximately 26,500,000 pounds of Government-owned non-fat dry milk solids to the Japanese Government for use in school lunch and child feeding programs has been arranged by USDA. The transaction will reduce unsold stocks in the Government's inventory to about 50,000,000 pounds from a peak of 362,000,000 pounds reached in September 1950. (USDA 542-51)...USDA has recommended that CONCENTRATED MILK for fluid consumption be classified as a Class I milk product in the Massachusetts milk marketing areas of Boston, Fall River, Lowell-Lawrence, Springfield, and Worcester. At present concentrated milk is not mentioned in the classification provisions of Federal milk marketing agreement orders. (USDA 724-51)

Fats and Oils.--Purchase contracts covering 15,371,000 pounds of refined, edible SOYBEAN OIL for export to Yugoslavia under a State Department requisition for emergency relief assistance have been made by CCC. From October 1, 1950 through March 2, 1951 cumulative purchase contracts negotiated by CCC have covered 17,275,000 pounds of refined and 13,054,000 pounds of crude soybean oil. (USDA 558-51)...Limits on the quantity of shelled PEANUTS which CCC could purchase from the 1950-crop have been removed by USDA, because the 1950 crop is substantially larger than had been expected last fall. (USDA 637-51)

Fruits and Vegetables.--Location adjustments by producing areas, of the January 15, 1951, "legal minimum" prices for vegetables for processing have been released by USDA. (USDA 495-51)...Proposed U. S. Standards for BROCCOLI for processing, intended to provide an equitable basis of sale by growers to processors or as a basis for contracts between the two parties, have been announced by USDA. (USDA 378-51)...U. S. Standards for grades of canned CRANBERRY SAUCE have been issued by the USDA. The standards cover jellied (or strained) and semi-jellied with whole or partially whole cranberries, and are based on color, consistency and texture, degree of freedom from defects, and flavor and odor. (USDA 381-51)...Revised U. S. Standards for grades of canned and frozen BLUEBERRIES, effective March 19, 1951, have been announced by USDA. (USDA 397-51)...Revised U. S. Standards for grades of extracted HONEY, effective as of April 2, 1951, have been announced by USDA. (USDA 686-51)...Rates of payment for price support, domestic diversion, and export subsidy programs for HONEY during the 1951 marketing season have been announced. (USDA 722-51)

Grain.--Price supports for 1951-crop CORN, OATS, RYE, BARLEY and GRAIN SORGHUMS have been announced. Corn will be supported at 90 percent of parity as of the beginning of the marketing season with an assured minimum national average support of \$1.54 a bushel. Supports for the other grains (based on 75 percent of parity as of January 15, 1951 the all except grain sorghums, which is based on 65 percent of parity on the same date) will reflect the following national average prices: OATS, 72 cents per bushel; RYE, \$1.30 per bushel; BARLEY, \$1.11 per bushel; and GRAIN SORGHUMS \$1.88 per hundredweight. (USDA 411-51)...A national average support price of \$2.45 per bushel for 1951-crop SOYBEANS has been announced. The increased support price (the national average price support for the 1950-crop was \$2.06 per bushel) was announced in advance of the planting season to encourage a national production "nearly equal to the record production of last year", Secretary of Agriculture Charles F. Brannan announced. (USDA 446-51)...Price support for 1951-crop DRY EDIBLE BEANS, at levels which will reflect to farmers an average of \$6.69 per hundredweight on a thresher-run basis, has been announced. Support prices, according to class, areas, and quality, which will encourage a more balanced production by classes, will be announced later, together with specific recommended acreages by State for the different classes of beans. (USDA 401-51)

Revised U. S. Official Grain Standards for RYE have been issued to become effective July 1, 1951. The new standards provide a slight change in the maximum limits for "thin" rye in the first three grades of that

grain. (USDA 728-51)...Maturity dates on CCC price-support loans on 1950-crop WHEAT, OATS, GRAIN SORGHUMS, BARLEY and RYE will NOT be extended beyond their previously announced deadlines. These dates are March 31, 1951 for GRAIN SORGHUMS, and April 30, 1951 for WHEAT, OATS, BARLEY and RYE. (USDA 496-51)...Approximately 126,000,000 bushels of bulk WHEAT, COARSE GRAINS, and SOYBEANS have been programmed for commercial and Government export in March and April 1951 in an effort to facilitate export movement of bulk grain and to effectuate the purposes of General Order No. 2 of the Defense Transport Administration. This order provides for issuance of permits for port terminal storage and handling of bulk grain to assure maximum use of transport and port facilities. (USDA 699-51)

National production guides for WINTER COVER CROP, HAY, PASTURE, and RANGE GRASS SEEDS needed for harvest in 1951 have been announced. (USDA 508-51)...A price support program for 1951-crop hay, pasture, and range grass seed, designed to encourage production to meet requirements for soil conserving crops during the next few years, has been announced. (USDA 721-51)...CCC loans on farm-stored 1950 crop hay, pasture, and range grass seed will be extended for another year, and loans will also be made available for 1950-crop seeds now covered by purchase agreements. (USDA 667-51)

Livestock.--Both carcass and slaughter grades for VEAL and CALVES were revised effective March 10, 1951. (USDA 568-51) Price Support programs for 1951 production of WOOL and MOHAIR have been announced. The support for wool will average 90 percent of the parity price on March 15, 1951 and the mohair support will average 74.1 percent of parity on the same date. Dollar and cents support levels are to be announced later. (USDA 665-51 and USDA 666-51)

Poultry.--USDA has sold 25,000,000 pounds of government-owned DRIED WHOLE EGGS, purchased for price support purposes in 1950, to Great Britain, at an average price of about 44.5 cents per pound. (USDA 691-51)

Tobacco.--Price supports for the following 1950-crop TOBACCOS have been announced: Puerto Rican tobacco, loan rates by grades ranging from 12 to 39 cents per pound. (USDA 445-51)...Ohio filler tobacco (types 42, 43 and 44), loan rates by grades ranging from 13 to 35 cents per pound. (USDA 539-51); Sorted Connecticut Broadleaf, type 51, tobacco, loan rates by grades ranging from 16¢ to \$1.10 per pound. (USDA 577-51)...Increases in Burley and flue-cured tobacco marketing quotas for 1951 have been announced by Secretary of Agriculture Brannan, "to assure adequate supplies ...during the defense emergency." The Secretary said that it was anticipated that a higher level of industrial activity will stimulate demand for these tobaccos. (USDA 503-51)

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Of 690 people who tried three newly developed frozen apple juice concentrates in a west coast survey, 90 percent commented favorably on the taste, USDA says in announcing the preliminary results. The Washington State Apple Commission and Washington State College cooperated in the tests.

ABOUT MARKETING

The following publications, issued recently, may be obtained upon request. To order, check on this page the publications desired, detach and mail to the Production and Marketing Administration, U. S. Department of Agriculture, Washington 25, D. C.:

1951 Production Guides Handbook. Feb. 1951. 75 pp. (PMA) (Processed)

Production Guides (1951) With Comparisons. March 20, 1951. 6 pp. Bureau of Agricultural Economics and PMA cooperating. (Processed)

Directory of Refrigerated Storage Warehouses in the U. S. February 1951. 75 pp. (PMA) (Processed)

Canning in Glass Jars in School and Institutional Kitchens - Fruits and Other Acid Foods. Agriculture Handbook No. 11. Jan. 1951. 28 pp. (PMA) (Printed)

Regional Marketing Problems of the Hatching Egg Industry in the Northeast. Feb. 1951. 15 pp. (PMA) (Processed)

United States Standards for Grades of Canned Blueberries, Effective March 20, 1951. Feb. 13, 1951. 8 pp. (PMA) (Processed)

United States Standards for Grades of Frozen Blueberries, Effective March 20, 1951. Feb. 13, 1951. 8 pp. (PMA) (Processed)

United States Standards for Grades of Canned Cranberry Sauce, Effective March 19, 1951. Feb. 12, 1951. 7 pp. (PMA) (Processed)

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